

Message Text

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PAGE 01 STATE 169636
ORIGIN EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 /036 R

DRAFTED BY EB/OA/AVP:GGGRIFFITHS:GG
APPROVED BY EB/OA:MHSTYLES
EB/OA/AVP:AJWHITE
EUR/NE:DGOODMAN
CAB:HASWALL

-----024707 052128Z /73

P 052104Z JUL 78
FM SECSTATE WASHDC
TO AMEMBASSY LONDON PRIORITY

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E.O. 11652:N/A

TAGS:EAIR, UK

SUBJECT: CIVAIR: PAN AM FARES TO MATCH BCAL

REF: (A) STATE 164976; (B) GRIFFITHS/BLACK TELECON, 6/29

1. SUMMARY: BASED ON REF TELECON AND DISCUSSIONS WITH CAB, DEPARTMENT PREPARED ACCEPT CAA REJECTION OF SHORT- NOTICE PAN AM SECOND-LEVEL ECONOMY FARE ON GROUNDS THAT CONDITIONS OF PAN AM FARE LESS RESTRICTIVE THAN THE BCAL FARE IT WAS FILED TO MATCH. ON OTHER HAND, DEPARTMENT FEELS CAA REJECTION OF PAN AM BUDGET FARE NOT JUSTIFIED BECAUSE LOWER FARE LEVEL OF BUDGET FARE IS JUSTIFIED BY FACT THAT CONDITIONS OF PAN AM FARE MORE RESTRICTIVE THAN BCAL BOTTOM DOLLAR APEX FARE. DEPARTMENT AND CAB STILL CONSIDERING RESPONSE ON STANDBY FARE. END SUMMARY.

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PAGE 02 STATE 169636

2. BASIC PRINCIPLE USG FEELS IS RELEVANT HERE IS THAT FARES NEED NOT BE MIRROR IMAGE OF EACH OTHER TO BE ACCEPTABLE AS COMPETITIVE FILINGS. FOR EXAMPLE, DIFFERENT FARE LEVELS CAN BE JUSTIFIED BY THE IMPOSITION OF MORE, OR LESS, RESTRICTIVE CONDITIONS. WE FEEL

APPLICATION OF THIS BASIC PRINCIPLE TO SPECIFIC
PAN AM FARES IN QUESTION WOULD LEAD TO CONCLUSIONS
OUTLINED PARA 1 FOREGOING RE SECONDLEVEL ECONOMY FARE
AND BUDGET FARE.

3. SPECIFICALLY, PAN AM LACK OF CANCELLATION PENALTY
ON SECOND LEVEL ECONOMY FARE MAKES IT LESS RESTRICTIVE
THAN BCAL EXECUTIVE CLASS FARE AT APPROXIMATELY THE
SAME FARE LEVEL. THUS, WE PREPARED ACCEPT CAA REJECTION
OF PAN AM SHORT NOTICE FILING, WITHOUT PREJUDICE OF
COURSE TO ANY FUTURE USG POSITION ON SAME FARE FILED
ON FULL 75 DAYS' NOTICE.

4. HOWEVER, WE FEEL CAA REJECTION OF PAN AM BUDGET
FARE NOT JUSTIFIED DUE TO FACT THAT PAN AM BUDGET FARE
MORE RESTRICTIVE THAN THE BCAL BOTTOM DOLLAR APEX FARE.
PAN AM PICKS THE DATE AND FLIGHT FOR THE BUDGET FARE
PASSENGERS. THIS IS A SIGNIFICANT RESTRICTION AS
OPPOSED TO THE BCAL BOTTOM-DOLLAR APEX WHERE THE
PASSENGER SELECTS THE DATE AND FLIGHT.

5. RE THE STANDBY FARE, DEPARTMENT AND CAB STILL
CONSIDERING ARGUMENTS PUT FORWARD BY CAA AND PAN AM.

6. ACTION REQUESTED: EMBASSY REQUESTED PASS
SUBSTANCE THIS MESSAGE TO CAA AND REPORT RESPONSE
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PAGE 03 STATE 169636

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIR FARES
Control Number: n/a
Copy: SINGLE
Draft Date: 05 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
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Disposition History: n/a
Disposition Reason:
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ISecure: 1
Legacy Key: link1978/newtext/t19780794/aaaadazg.tel
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